

# Exhibit A

# Jim Johnson

*Proven Global Business Development  
Leader; Strategy, Execution & Management*



## Profile:

**20+ years of managing business transformations, launching profitable start-ups and establishing operational excellence within technical industries.**

- Notable career marked by rapid turnarounds for global leaders including; Thyssenkrupp, Alcoa, SKF & Federal Mogul.
- Proven success in identifying, addressing and resolving gaps to meet global customer requirements.
- Dynamic leader skilled in recruiting, developing and motivating talent to realize aggressive stretch goals.

## AREAS OF EXPERTISE INCLUDE:

- ◆ Global Operations Management
- ◆ Turnaround & Start-up Leadership
- ◆ Strategic Business Planning
- ◆ Revenue, Profit & Market Growth
- ◆ New Market/Product Development
- ◆ Contract Negotiations
- ◆ Project Management
- ◆ Budget/Forecast/P&L Management
- ◆ Strategic Partnerships & Alliances

## PROFESSIONAL EXPERIENCE

**Thyssenkrupp** – Irvine, CA

**July 2017 – Current**

### Regional Business Manager

Responsible for existing and new business development of highly engineered manufacturing automation systems. Main focus is the electric vehicle industry (automotive, heavy duty truck, bus, recreational and industrial). Managing over \$400M in new opportunities for electric motors, batteries, body-in-white and general assembly applications.

**ALCOA** – HQ Knoxville, TN (Worked remote in CA)

**March 2016 – July 2017**

### Director, Global Business Development and Management

Created the global strategy and managed the execution for \$1B of new business opportunities with advanced aluminum alloy chemistries. OEM industries included; automotive, heavy duty truck, industrial and aerospace. Regions: USA, Canada, Mexico, Europe, Asia and South America.

**ZWZ BEARING USA, INC.** – City of Industry, CA

**July 2010 – December 2016**

### President & COO

Initiated and established a start-up roller bearing company for the OEM automotive and heavy-duty truck industries.

- Under my leadership grew sales from \$0 to \$400M within 5 ½ years.
- Key activities: supply base development and partnerships, manufacturing process development, customer validation testing approvals, TS16949 certifications and adherence.
- Established and staffed the following new facilities; North American sales and technical center, NA warehouse and operations in Europe.
- Recruited and managed the teams for manufacturing, engineering, project management and sales to successfully launch many high profile OEM automotive and heavy duty truck programs.
- Ensured superior quality performance by instituting zero defect policy for all company functions.
- Launched the company's European operations during an eight-month overseas assignment in Germany.
- Won GKN "Supplier Excellence Award" by exceeding customer expectations.

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**SKF – Plymouth, MI****August 2002 – July 2010****Manager, Sales and Engineering - Global OEM Automotive Powertrain & Steering**

Responsible for the turnaround of the global OEM automotive powertrain and steering business. North America, South America, Europe and Asia.

- Led the engineering, project management and sales teams.
- Achieved 500% increase in sales, over \$500M in new sales.
- Improved profitability from negative margins to an average of 25% positive overall margins.
- Negotiated customer price increases, diversified customer base and developed value-added sales/engineering strategies.
- Won two SKF New Product Excellence awards.

**FEDERAL MOGUL CORP. – Southfield, MI****May 2000 – August 2002****Senior Account Manager**

Responsible for managing the business development of advanced sealing components to OEM automotive customers.

**SISUNER INTERNATIONAL INC. – Ann Arbor, MI****June 1996 – May 2000****Engineering Manager / Sales Manager**

Responsible for the engineering, manufacturing and sales operations for a Japanese startup company targeting OEM and after-market automotive components.

- Project management for the building and staffing of a new 100K sq. /ft. greenfield factory and a 50Ksq/ft. sales and technical center.
- Enabled successful business transfer from Japan to North America, 8 month assignment in Japan.

**MASCO – Ypsilanti, MI****April 1993 – June 1996****Manufacturing Engineer / Sales Engineer**

Responsible for automating manufacturing processes to improve quality, cost and cycle times. Met with the OEM automotive customers to present and sell manufacturing improvements.

**EDUCATION & TRAINING**

EASTERN MICHIGAN UNIVERSITY – **Bachelor of Science, Manufacturing Engineering**

SKF – **Leadership Training Programs**